

NASDAQ: ZENA

ZENA
TECH

**Next-Generation AI Drone and
Enterprise Software Solutions**

INVESTOR PRESENTATION

OCTOBER 2024



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INVESTMENT HIGHLIGHTS

- Over **100 enterprise SaaS (Software-as-a-Service) customers** in government and industrial sectors, **98% recurring revenue** with **\$1.8M sales in 2023**—currently integrating drones
- **Drone hardware design and manufacturing** combined with **integrated software and AI (Artificial Intelligence) expertise** to meet new customer demand in various verticals
- Large and rapidly growing commercial **drone market (25.82% CAGR)**, from **\$8.8B in 2022**, it is expected to reach **\$82.5B worldwide by 2032***
- Global team of over **100** including **mechanical engineers, software developers**, and growing a global reseller **partner network**

*Source: Industry data, Skyquest & Straits Research

NASDAQ: **ZENA**



COMPANY OVERVIEW

- **AI Drone** and **Enterprise SaaS solutions** for mission-critical business applications, driving **strategic value and cost savings**
- Expertise integrating software and hardware solutions for **inspection, security, safety, compliance, field service** and **operations management** applications
- Longstanding enterprise SaaS customers in **Law Enforcement, Government, Telecom, Health, and Industrial** sectors
- Currently implementing patented **drone solutions** in **Defense, Agriculture, and Logistics** industries



GLOBAL COMMERCIAL DRONE MARKET (2022-2032) & INDUSTRY DRIVERS

Industry Drivers

- Rapidly growing and highly fragmented
- FAA and other aviation authorities implementing regulation favorable to industry growth
- Commercial drones market at an inflection point- demand for hardware, integrated software, services and solutions
- US and European government policy shifts favoring domestic suppliers from Chinese companies that previously dominated

25-30%
Agriculture/Precision Farming

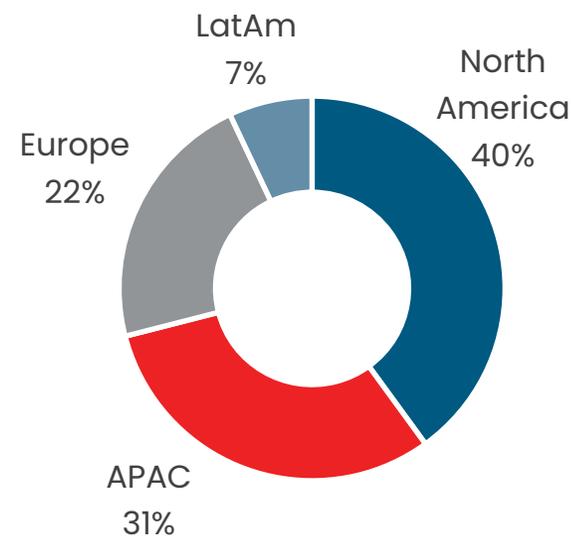
15-20%
Logistics & Delivery

10-15%
Security & Surveillance

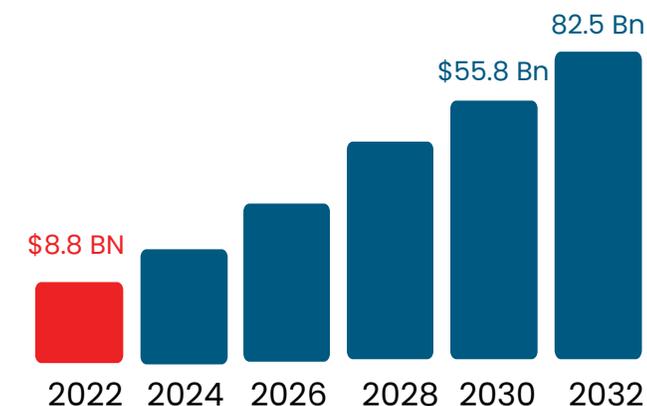
20-25%
Infrastructure & Construction

15-20%
Media & Entertainment

5-10%
Environmental Monitoring/Mgmt.



Commercial Drone Market Size (USD\$)*



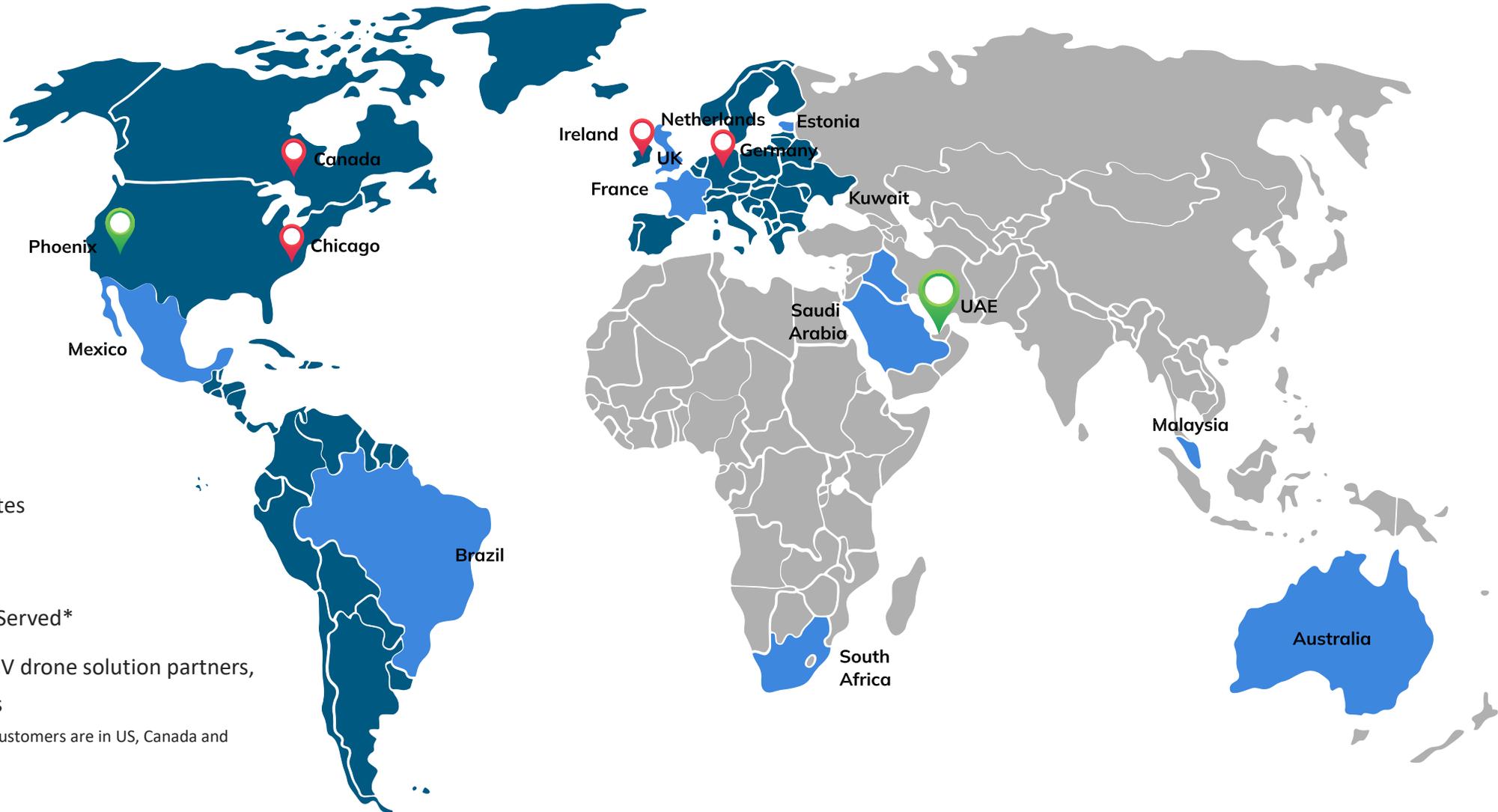
Source Industry Drivers/Sector size- Drone Life.com report on where the industry will grow the fastest by 2030- at 22/09/06

*Sources: Skyquest and Straights Research

GEOGRAPHIC PRESENCE AND GROWTH



Currently sell in North America, Europe and South America



Manufacturing Sites



Global Offices



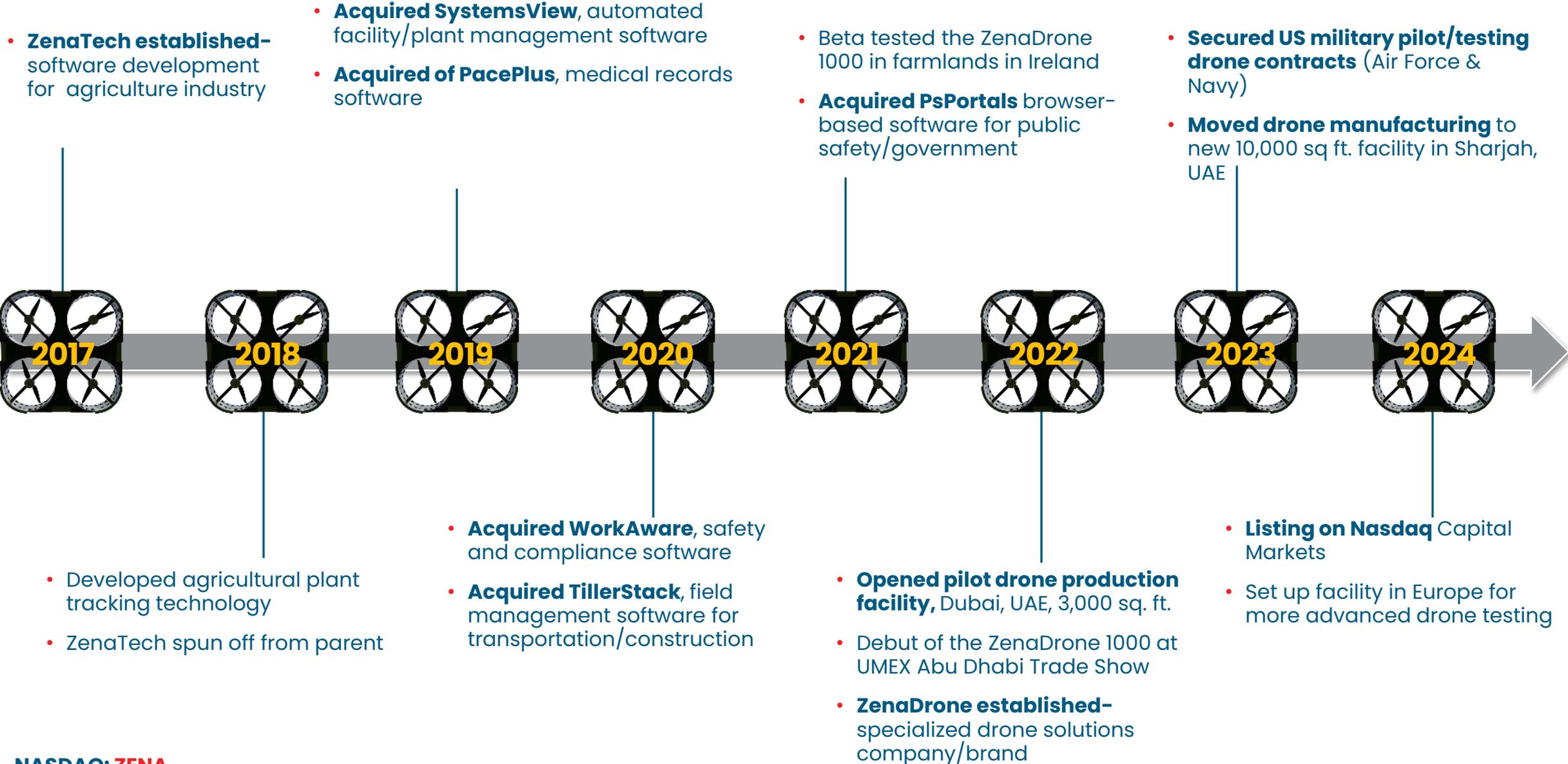
Existing Markets Served*



Markets to have JV drone solution partners, next 2-18 months

*Enterprise Software Customers are in US, Canada and Germany.

COMPANY HISTORY



OUR OFFERINGS

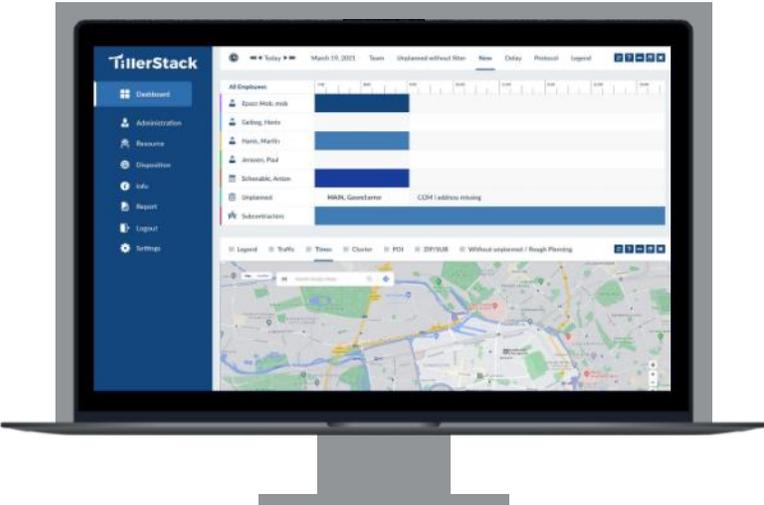
DRONE TECHNOLOGY SOLUTIONS

ZENADRONES 1000

ZENADRONES IQ



ENTERPRISE SOFTWARE SOLUTIONS



WorkAware

TillerStack

SystemView

PacePlus

PsPortals

ZigVoice

ZENADRONЕ PRODUCTS



ZenaDrone 1000

Stable Flight, Exceptional Maneuverability, Advanced Scanning, Multiple Attachments, and Heavy-lift Capabilities

ZenaDrone IQ Series

Small Footprint, Designed for Indoor Use and Obstacle Avoidance, with Hover Stability, Auto Charging and Scanner/Sensing Capabilities

Direct Sales, JV Distribution Partners, DaaS (Drone-as-a-Service), and Digital Marketing Channels to Market

Enterprise Software Customers

- SaaS - Annual license fee
- Support & Maintenance fees
- Software Development fees
- Additional Training fees

Drone Customers

- DaaS annual or per use fee
- Drone hardware and accessory sales
- Drone management fee
- Drone software license fee
- Drone warranty (hardware and accessory replacement)
- Hardware/software customization fees
- Software maintenance and support fees

CURRENT CUSTOMERS- DRONE APPLICATIONS

Agriculture

ZenaDrone 1000 assists farmers in Ireland cultivate higher yields, reduce labour and expenses utilizing plant tracking and Smart Farming solutions. Under development:

- Benchmark growth, scouting disease
- Fertilizer and Pesticide Distribution
- Crop and Fruit Farm Imaging
- Irrigation and Soil Management



Defense and Government

ZenaDrone drones used in paid pilots by US Airforce and US Navy for critical refrigerated medical supply delivery in field operations, and for sub-zero climate field deliveries. Others targeted:

- Search and rescue, disaster response and humanitarian aid
- Crowd monitoring and border patrol
- Operations inspection, intelligence gathering and security
- Firefighting and water spraying



Logistics

ZenaDrone IQ indoor drone is being implemented to automate stock audits and inventory management inside a warehouse via automated barcode scanning. Others targeted:

- Warehouse security and surveillance
- Aisle and safety inspections
- Picking, packing and parcel sorting
- Intralogistics, transportation, automated guided vehicles (AGV)



FUTURE CUSTOMERS-DRONES

Oil and Gas

- Pipe, flare stack and chimney inspection
- Offshore platform monitoring
- Site surveying and mapping
- Safety, compliance and environmental monitoring
- Security of sites and asset management



Mining and Construction

- Monitoring and security of indoor and outdoor assets
- Safety and compliance inspections
- Automation of processes, paperwork data collection and analysis/AI
- Terrain mapping and site survey applications



Forestry and Environmental

- Land surveys, animal tracking/migration
- Forest management, seed planting for reforestation
- Environmental planning and compliance
- Forest fire and emergency management



Renewable Energy

- Data collection, monitoring the health of assets
- Power line/wind turbine/solar inspections and tracking
- Emergency management
- Safety and security applications



CURRENT CUSTOMERS-SOFTWARE

WorkAware

Safety and compliance software, used by field service teams in customer sites across **Commercial industries and Government**.

Drones will be used to automate safety, personnel, operations, and compliance paperwork into a single cloud solution.

TillerStack

Field management software used by remote teams in **Transportation and Construction** industries.

Drones will be used for field dispatch automation, inspections and work order management

PACE+

Integrated electronic health record (EHR) and database management system used by **Long Term Care, Social Services and Government**

SystemView

Automated facility management software used by customers in **Commercial industries and Government**.

Drones will be used for video monitoring and input systems for facility/plant management operational functions.

PsPortals

Field service data software currently used by **Law Enforcement and Government** to access critical information in the field.

Drones will be used for monitoring, security, and investigation functions.

ZIGVOICE

Manages help desks and contact centres, currently used by **Call Center** clients.

HIGHLIGHTED SOFTWARE CUSTOMERS



ZIGVOICE

TillerStack

PsPortals



SystemView

PACE+

WorkAware



EXECUTIVE TEAM



SHAUN PASSLEY, PHD | CHAIRMAN & CHIEF EXECUTIVE OFFICER

- Over 25 years of expertise in the software industry, more than 10 years leading public companies.
- Serves as CEO and Chairman of the Board of ZenaTech
- Holds a PhD in Business Management and a master's in business administration from Benedictine University. Also has four master's degrees; a Master of Law from Northwestern University, a Master of Science in Information Technology from DePaul University, and a Master of Science in Product Design from Northwestern University
- A distinguished figure in the tech and business world



JAMES SHERMAN, CPA | CHIEF FINANCIAL OFFICER

- Has worked for 30 years as a Certified Public Accountant (CPA). Graduated with Honors from Northern Illinois University.
- Started career at a Fortune 500 telecommunications firm, rising through the ranks of finance roles
- Served as Treasurer for a \$3.5 billion division of Sprint Corporation, led a \$50 million cost-saving initiative
- CFO of a \$90 million national transportation and distribution company, led a turnaround from potential bankruptcy to ready for sale
- Served as CFO for Carry Corporation, a \$250 million division of Mitsubishi Corporation



SAJJAD ASIF | CHIEF TECHNOLOGY OFFICER

- 18 years of professional experience and expertise in software and drone technologies.
- Holds Master of Science in Software Engineering degree from Blekinge Tekniska Högskola (BTH) in Sweden, an MBA from AIOU in Pakistan, and a BS - Computer Science from PUCIT in Pakistan
- Held leadership positions with the ZenaTech group of companies, now focused on ZenaDrone solutions and integration
- Held CTO and other leadership and technical roles for multiple European technology firms

BOARD OF DIRECTORS



SHAUN PASSLEY, PHD
CHAIRMAN & CHIEF EXECUTIVE OFFICER

Over 25 years of expertise in the software industry, more than a decade of experience in leading public companies. Holds a PhD and 4 Masters degrees.



JAMES SHERMAN, CPA
CHIEF FINANCIAL OFFICER

Certified Public Accountant (CPA) and experienced CFO with over 30 years of background with various high-growth public companies. Honors business degree from Northern Illinois University.



THOMAS BURNS, CPA
INDEPENDENT DIRECTOR

A finance and accounting executive with over 35 years of experience in high-growth and public companies. Has a Bachelor of Science in Accounting from the University of Illinois and is a Certified Public Accountant (Illinois).



PAUL PIEKOS
INDEPENDENT DIRECTOR

30 years of background as a Business Owner of a Consulting firm and a Certified Appraiser in Chicago, his firm serves Government, Financial Services and Real Estate clients.



YVONNE RATTRAY
INDEPENDENT DIRECTOR

Built a 30-year career as an executive at Allstate in insurance underwriting, training, and customer satisfaction areas. Holds a business degree from DePaul University.



NEVILLE BROWN
INDEPENDENT DIRECTOR

Built a career with the Jamaica Defence Department then led a printing and bindery division for the AMA campus and external publications in Chicago.



CRAIG PASSLEY
CORPORATE SECRETARY & DIRECTOR

Experienced Corporate Secretary who has served at various private and public companies, Master's degrees in both Business and Project Management.

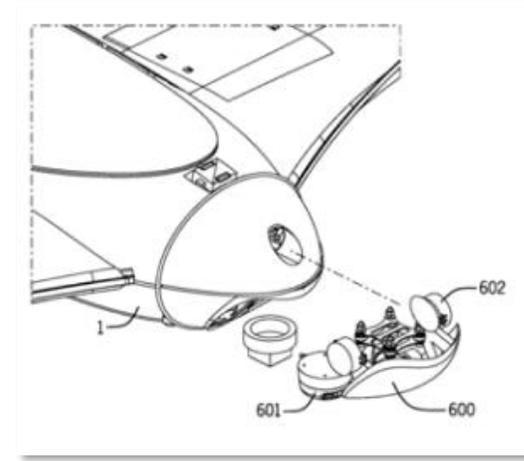
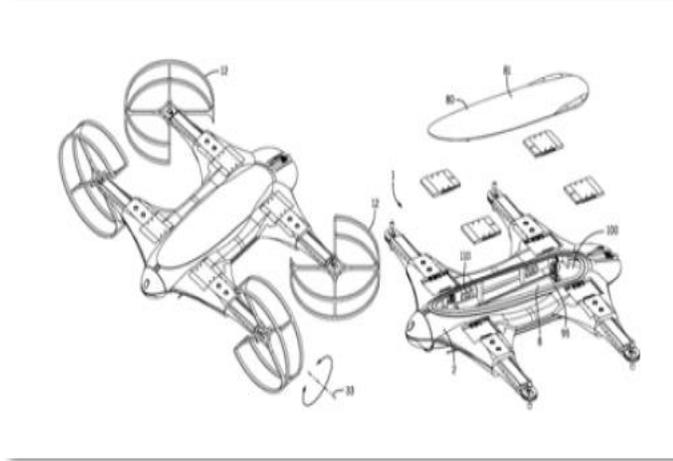
REGULATORY APPROVAL STATUS

Country	Regulatory Body	Approval Status	Approval time
Ireland	Irish Aviation Authority	Applied	3-4 weeks
Germany	EASA-European Union Aviation Safety Agency	Not Applied	8-10 weeks
UAE	Dubai Civil Aviation Authority and Ministry of Defence	Granted	
USA- Medium-Large Category	FAA-Federal Aviation Administration	Granted	
Canada	Canadian Transport Authority	Not Applied	8-9 weeks

IP PORTFOLIO OVERVIEW

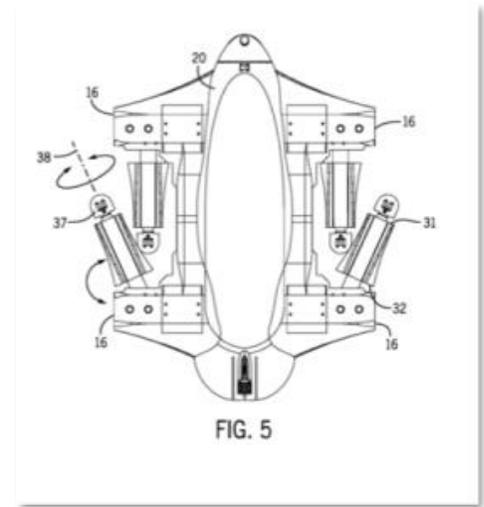
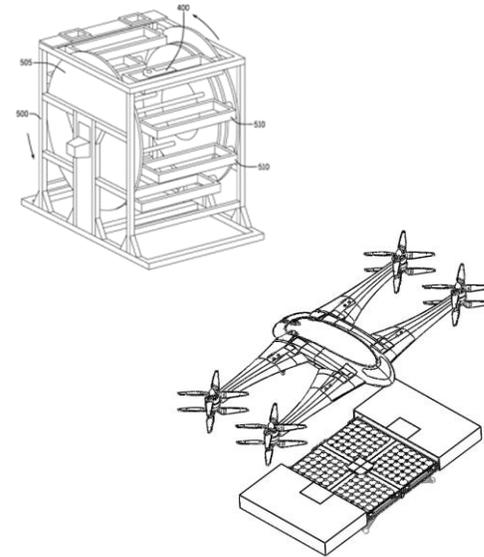
2 Patents for Drone Design

- ZenaDrone 1000



2 Patents for Drone Attachments including:

- Drone with extendable and rotatable wings and multiple accessories securing panel
- Charging/Re-Charging Drone Assembly Systems and Apparatus Pad



GROWTH STRATEGY

- A mix of organic growth and acquisitions
- Grow existing enterprise software customers and growth via integrating drone applications
- Expand ZenaDrone 1000 and IQ series solution capabilities to meet customer demand for new applications/verticals
- Expand drone sales/global reach through new joint venture/reseller partnerships
- Expand drone sales through DaaS (Drone-as-a-Service) offerings direct and via partners
- Build our brands/sales pipeline through continued inbound marketing and global drone tradeshow events



NASDAQ: ZENA



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CoreIR

Mike Mason

CoreIR

